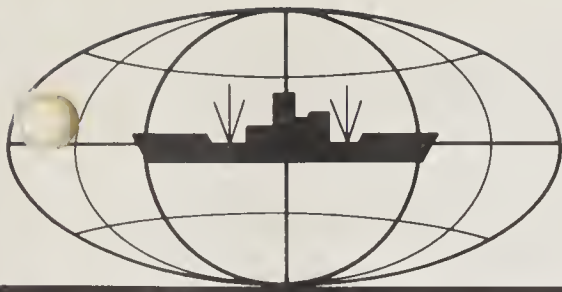


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Do not assume content reflects current scientific knowledge, policies, or practices.





# U.S. EXPORT SALES

- Outstanding Export Sales  
(Unshipped Balances)  
On August 31, 1975
  - Export shipments in  
Current Marketing Year
  - Daily Sales reported  
September 1 - 9, 1975
- As Reported by Exporters

*End of Mkt year  
Soy beans  
page 19*

NOTICE: The new marketing year for soybeans began on September 1. Outstanding sales for delivery in 1974-75, against which deliveries were not made by August 31, were carried forward by reporting exporters for delivery in 1975-76. Since the end of the weekly reporting period coincides with the end of the marketing year for soybeans, all end of the year data are presented in the regular weekly table.

U.S. DEPARTMENT OF AGRICULTURE, FOREIGN AGRICULTURAL SERVICE

EXPORT SALES REPORT

Comments on release of September 11, 1975 (based on reports from exporters during the week ending August 31, unless otherwise noted):

SOVIET GRAIN AND OILSEED IMPORT NEEDS: On September 9, President Ford announced that he was sending a high-level delegation to Moscow at once to discuss a long-term sales agreement for grain with the USSR. President Ford also extended the existing moratorium on further grain sales to the USSR until mid-October to provide an opportunity for the negotiation of an agreement, which would provide for minimum purchases each year by the Soviet Union. At the same time, American labor union officials agreed to lift their boycott on loading grain bound for Soviet ports for one month.

If accord can be reached, regular purchases of at least minimum quantities of grain each year by the USSR would tend to reduce the sharp fluctuations in Soviet purchases which have existed during recent years.

Recent reports indicate that adverse moisture conditions in the sunflower producing regions of the USSR will reduce yields and may make it necessary to import oilseeds to fill the anticipated shortfall of protein meal and vegetable oil. Trade sources estimate Soviet import requirements at 1 - 2 million metric tons (MT) of soybeans in 1975/76, with the most likely level being around the middle of that range.

Wheat: The apparent export commitment (cumulative exports plus outstanding sales) for 1975/76 increased by 958,100 MT to 15.0 million MT, approximating the 1974/75 commitment of 15.4 million MT at this time last year. Commitments to Japan and Brazil rose by 205,700 MT and 119,100 MT, respectively. Commitments to Poland increased by 157,500 MT to a total of 892,000 MT. This year's exports to Eastern Europe now total 294,500 MT, already far in excess of the 145,900 MT shipped to that area during 1974/75. This probably reflects reduced Soviet commitments to supply Eastern Europe with grain from its 1975 crop.

Feedgrains: Total corn commitments for 1974/75 remained virtually unchanged at 30.4 million MT, with minor changes to several destinations accounting for an increase of 17,400 MT. For the 1975/76 marketing year, outstanding sales rose by 447,700 MT to a total of 9.0 million MT. Major increases were to the European Community (EC) and Japan of 151,400 MT and 117,000 MT, respectively. Sorghum commitments for 1974/75 were also virtually unchanged at 6.1 million MT, but outstanding sales for 1975/76 climbed by 115,000 MT to a total of 1.5 million MT.

Soybeans: The apparent export commitment for 1974/75 declined by 11,600 MT. This resulted from reduced commitments to the Netherlands, Portugal, and unknown destinations. Exports during the week totaled 121,500 tons; mostly to the EC, Japan, Israel, Canada, and Korea. Total soybean exports thru 52 weeks of 1974/75 were reported at 12.0 million MT.

Soybean Oilcake and Meal: The export commitment for 1974/75 increased by only 4,200 MT during the week. Exports during the week fell slightly to 79,400 MT, mostly to the EC, Eastern Europe, and Canada.

Cotton: The apparent export commitment for 1975/76 rose slightly to nearly 2.1 million running bales (RB) on the basis of small sales to a number of countries. Exports increased, mostly because of larger shipments to the Republic of Korea and the Republic of China (Taiwan).

USDA's 1975/76 export projection is 3.6 - 4.0 million RB. This projection is based on an expected increase in demand and the maintenance of the policies of several foreign governments toward holding excess supplies off the market until more satisfactory prices are obtainable. Although early September asking price quotations imply that U.S. cotton is several cents above competitive foreign growths, demand was very light and foreign suppliers were generally unwilling to offer in quantity. Stocks in foreign exporting countries on August 1 totaled a record 14.5 million bales (480 lbs. net weight), reflecting high producer support prices, attempts to maximize foreign exchange earnings, and efforts to minimize government losses which would result from selling stocks at price levels now prevailing.

OUTSTANDING EXPORT SALES AND EXPORTS - CURRENT MARKETING YEAR \*

Summary and Comparisons of Selected Commodities 1/

COMMODITY	Week end- ing	Outstanding Export Sales			Cumulative Exports		Official USDA	
		Destination			in		Export	
		Known	Unknown	Total	Current Mktg. Year	Year	Projections	
		1,000 Metric Tons	1,000 Metric Tons	1,000 Metric Tons	1,000 Metric Tons	Million Bushels	1,000 Metric Tons	
Hard Red Winter Wheat	8/24	4,525	-168	4,357	2,644	97.1	--	
	8/31	4,754	-169	4,585	2,835	104.2	--	
Soft Red Winter Wheat	8/24	1,434	118	1,552	1,010	37.1	--	
	8/31	1,370	142	1,512	1,160	42.6	--	
Hard Red Spring Wheat	8/24	1,194	98	1,292	589	21.6	--	
	8/31	1,258	143	1,401	677	24.9	--	
White Wheat	8/24	1,288	-35	1,253	561	20.6	--	
	8/31	1,286	-15	1,271	706	25.9	--	
Durum Wheat	8/24	460	142	602	176	6.5	--	
	8/31	463	164	627	220	8.1	--	
All Wheat	8/24	8,901	155	9,056	4,979	183.0		
	8/31	9,130	266	9,396	5,598	205.7	31,298-36,741 <u>2/</u>	
Wheat Products	8/24	79	0	79	73	--	--	
	8/31	80	0	80	80	--	--	
Rye	8/24	0	24	24	8	.3		
	8/31	0	24	24	8	.3	76 <u>2/</u>	
Oats	8/24	43	72	115	4	.3		
	8/31	57	72	129	4	.3	290-435 <u>2/</u>	
Barley	8/24	195	0	195	16	.7		
	8/31	206	0	206	30	1.4	871-1,306 <u>2/</u>	
Corn	8/24	2,512	355	2,867	27,514	1,083.2		
	8/31	2,087	236	2,323	28,076	1,105.3	27,942 <u>2/</u>	
Grain Sorghum	8/24	1,414	20	1,434	4,643	182.8		
	8/31	1,277	20	1,297	4,781	188.2	5,080 <u>2/</u>	
Soybeans	8/24	592	37	629	11,836	434.9		
	8/31 **	482	14	496	11,957	439.3	11,158	
Soybean Cake and Meal	8/24	560	230	790	3,601	--		
	8/31	480	235	715	3,681	--	3,992	
Soybean Oil	8/24	33	2	35	390	Mil. Lbs. 859.6		
	8/31	32	2	34	390	860.4	499	
All Rice	8/24	231	0	231	50	1,102.4		
	8/31	238	0	238	56	1,230.3	2,400 <u>3/</u>	
----- 1,000 Running Bales -----								
All Upland Cotton	8/24	1,808	7	1,815	229	--		
	8/31	1,722	3	1,730	329	--	3,600-4,000 <u>4/</u>	

1/ Data do not include seed and relief (PL-480, Title II). 2/ Includes small quantities of products.

3/ Milled basis. 4/ Excludes 10,000 running bales of American Pima cotton.

\* The current marketing year for corn, grain sorghum, soybeans, soybean meal, soybean oil, cottonseed meal and cottonseed oil is 74/75. For all other commodities, it is 75/76.

\*\* Carryover sales and final exports.



EXPORT SALES REPORTED DAILY, SEPTEMBER 1 - SEPTEMBER 9, 1975 1/

Commodity	Destination	Quantity M.T.	Marketing Year
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No sales reported.

1/ Includes transactions covered by Section III A of Notice to Exporters No. 1, Revision 2, dated March 6, 1975.

OUTSTANDING EXPORT SALES - NEXT MARKETING YEAR\*  
Summary and Comparisons of Selected Commodities

COMMODITY	Week end- ing	Outstanding Export Sales			
		Destination		Total	
		Known	Unknown		
		1,000 Metric Tons	1,000 Metric Tons		Million Bushels
Hard Red Winter Wheat	8/24 8/31	220 220	0 16	220 236	8.1 8.7
Soft Red Winter Wheat	8/24 8/31	0 0	0 0	0 0	0 0
Hard Red Spring Wheat	8/24 8/31	0 0	0 0	0 0	0 0
White Wheat	8/24 8/31	0 0	0 0	0 0	0 0
Durum Wheat	8/24 8/31	53 53	49 69	102 122	3.7 4.5
All Wheat	8/24 8/31	274 274	48 84	322 358	11.8 13.1
Corn	8/24 8/31	7,128 7,555	1,434 1,454	8,562 9,009	337.0 354.7
Grain Sorghums	8/24 8/31	1,203 1,319	136 136	1,339 1,455	52.7 57.3
Soybeans	8/24 8/31**	3,784 4,328	614 722	4,398 5,050	161.6 185.6
Soybean Cake and Meal	8/24 8/31	920 927	626 625	1,546 1,552	-- --
Soybean Oil	8/24 8/31	36 37	28 28	64 65	-- --
Cottonseed Oil	8/24 8/31	21 21	0 0	21 21	-- --
Rice	8/24 8/31	0 0	0 0	0 0	0 0
-----1,000 Running Bales -----					
All Upland Cotton	8/24 8/31	54 54	0 0	54 54	-- --

\* The next marketing year for corn, grain sorghum, soybeans, soybean meal, soybean oil, cottonseed meal and cottonseed oil is 75/76. For all other commodities, it is 76/77.

\*\*Includes the quantity of carryover sales from 1974/75 shown on page 1.

SUMMARY OF CURRENT WEEK'S TRANSACTIONS - CURRENT MARKETING YEAR AND NEXT MARKETING YEAR  
For Week Ending August 31, 1975

Commodity	: Beginning: New : O/S	: Sales1/	: Purchases from : Foreign Sellers2/	: Buy-Backs and : Cancellations3/	: Changes from : : Basis to Fixed: Exports4/	: Outstanding : Sales
CURRENT MARKETING: Year	-----1,000 METRIC TONS-----					
All Wheat	: 9,056	1,130	74	98	618	9,396
Wheat Products	: 79	7	0	0	7	80
Rye	: 24	0	0	0	0	24
Oats	: 115	15	0	0	1	129
Barley	: 195	24	0	0	14	206
Corn	: 2,867	251	0	233	562	2,323
Basis	: 1,180	83	0	91	228 61	883
Fixed	: 1,687	168	0	143	+228 501	1,439
Grain Sorghum	: 1,434	45	0	45	138	1,297
Soybeans	: 629	12	0	24	121	496
Soybean Cake&Meal	: 790	51	-5	52	79	715
Basis	: 135	5/	0	44	3 0	88
Fixed	: 655	51	-5	8	+3 79	627
Soybean Oil	: 35	5/	0	1	5/	34
All Rice	: 230	13	0	5/	6	238
All Upland Cotton:	-----1,000 RUNNING BALES-----					
	1,815	19	0	4	101	1,730
NEXT MARKETING YEAR	-----1,000 METRIC TONS-----					
All Wheat	: 322	15	-20	0	0	358
Wheat Products	: 0	0	0	0	0	0
Rye	: 0	0	0	0	0	0
Oats	: 0	0	0	0	0	0
Barley	: 0	0	0	0	0	0
Corn	: 8,561	606	31	127	0	9,009
Basis	: 4,036	400	0	0	238 0	4,199
Fixed	: 4,525	206	31	127	+238 0	4,810
Grain Sorghum	: 1,340	115	0	0	0	1,455
Soybeans	: 4,398	861 6/	81	127	0	5,050
Soybean Cake&Meal	: 1,546	17	10	5/	0	1,552
Basis	: 262	0	0	0	31 0	231
Fixed	: 1,284	17	10	5/	+31 0	1,321
Soybean Oil	: 64	1	0	0	0	65
All Rice	: 0	0	0	0	0	0
All Upland Cotton:	-----1,000 RUNNING BALES-----					
	54	0	0	0	0	54

1/ Includes contract tolerance adjustments. 2/ A separate purchase of a U.S. commodity from a foreign seller, not involved in a cancellation or buy-back of a previously reported sale. 3/ Includes decreases resulting from shifts in delivery period from one marketing year to another, changes from one commodity to another, "buy-backs" of all or part of a contract balance by mutual agreement, and unilateral cancellation by one party which could result in a contract dispute. 4/ Does not include exports for exporter's own account. 5/ Less than 1,000. 6/ Includes carry-over from 74/75 marketing year of 496,000 metric ton.

Data shown above may not add due to rounding.



## WHEAT - HARD RED WINTER

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	223.3	8.2	91.6	3.4	0.	0.
U KING	0.	0.	43.4	1.6	0.	0.
NETHLS	91.2	3.4	48.3	1.8	0.	0.
* GERM	50.8	1.9	0.	0.	0.	0.
ITALY	81.3	3.0	0.	0.	0.	0.
OTHER WEST EUROPE	20.3	.7	0.	0.	0.	0.
NORWAY	20.3	.7	0.	0.	0.	0.
EASTERN EUROPE	1308.1	48.1	126.3	4.6	0.	0.
E GERM	861.1	31.6	126.3	4.6	0.	0.
POLAND	447.0	16.4	0.	0.	0.	0.
U.S.S.R.	951.6	35.0	522.0	19.2	195.0	7.2
JAPAN	451.8	16.6	321.9	11.8	0.	0.
REP. OF CHINA (TAIWAN)	61.8	2.3	22.1	.8	0.	0.
INDIA	134.3	4.9	506.5	18.6	0.	0.
OTHER ASIA AND OCEANIA	442.4	16.3	301.1	11.1	25.4	.9
SYRIA	16.6	.6	49.6	1.8	0.	0.
LEBANON	30.0	1.1	0.	0.	0.	0.
IRAQ	76.2	2.8	43.1	1.6	25.4	.9
IRAN	26.2	1.0	50.7	1.9	0.	0.
ISRAEL	179.8	6.6	33.9	1.2	0.	0.
S ARAB	9.3	.3	0.	0.	0.	0.
PAKISTN	0.	0.	30.4	1.1	0.	0.
BANGLADH	0.	0.	1.0	*	0.	0.
THAILND	1.2	*	0.	0.	0.	0.
SINGAPR	20.0	.7	24.8	.9	0.	0.
INDNSIA	40.0	1.5	20.9	.8	0.	0.
KOR REP	43.0	1.6	46.7	1.7	0.	0.
AFRICA	344.6	12.7	104.2	3.8	0.	0.
EGYPT	0.	0.	51.9	1.9	0.	0.
SUDAN	39.2	1.4	3.5	.1	0.	0.
SIER LN	0.	0.	5.6	.2	0.	0.
NIGERIA	275.7	10.1	42.7	1.6	0.	0.
LIBERIA	0.	0.	.5	*	0.	0.
ZAIRE	29.7	1.1	0.	0.	0.	0.
WESTERN HEMISPHERE	815.7	30.0	816.3	30.0	0.	0.
GUATMAL	4.5	.2	5.8	.2	0.	0.
HR HOND	0.	0.	.7	*	0.	0.

COMMODITY CONTINUED ON NEXT PAGE

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

## COMMODITY CONTINUED FROM PREVIOUS PAGE

## WHEAT - HARD RED WINTER

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
SALVADOR	1.4	.1	1.7	.1	0.	0.
HONDURA	8.2	.3	2.6	.1	0.	0.
NICARAG	2.2	.1	.5	*	0.	0.
C RICA	8.0	.3	5.2	.2	0.	0.
JAMAICA	2.0	.1	1.1	*	0.	0.
DOM REP	13.7	.5	7.1	.3	0.	0.
TRINID	19.4	.7	12.0	.4	0.	0.
COLOMB	40.0	1.5	63.1	2.3	0.	0.
GUYANA	0.	0.	5.6	.2	0.	0.
SURINAM	.7	*	1.2	*	0.	0.
ECUADOR	22.1	.8	48.2	1.8	0.	0.
PERU	173.9	6.4	123.8	4.5	0.	0.
CHILE	0.	0.	34.6	1.3	0.	0.
BRAZIL	519.7	19.1	503.1	18.5	0.	0.
TOTAL KNOWN	4754.0	174.7	2811.9	103.3	220.4	8.1
TOTAL UNKNOWN	-168.8	-6.2	22.9	.8	15.2	.6
KNOWN AND UNKNOWN EXPORTS FOR OWN ACCT 1/	4585.2	168.5	2834.7	104.2	235.6	8.7
OPTIONAL ORIGIN 2/	2380.4	87.5	0.	0.	600.0	22.0

## WHEAT - SOFT RED WINTER

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	145.9	5.4	98.4	3.6	0.	0.
U KING	18.3	.7	0.	0.	0.	0.
NETHLS	25.4	.9	43.7	1.6	0.	0.
W GERM	41.3	1.5	25.1	.9	0.	0.
ITALY	61.0	2.2	29.7	1.1	0.	0.
OTHER WEST EUROPE	10.0	.4	27.5	1.0	0.	0.
PORTUGL	0.	0.	27.5	1.0	0.	0.
TURKEY	10.0	.4	0.	0.	0.	0.
EASTERN EUROPE	408.4	15.0	153.3	5.6	0.	0.

COMMODITY CONTINUED ON NEXT PAGE

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS. 2/ Includes sales to U.S.S.R. of 2,294.4 thousand MT for  
current marketing year and 600 thousand metric tons for next marketing year.

SEPTEMBER 11, 1975

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FOREIGN AGRICULTURAL SERVICE/USDA

## COMMODITY CONTINUED FROM PREVIOUS PAGE

WHEAT - SOFT RED WINTER  
OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
E GERM	61.0	2.2	0.	0.	0.	0.
POLAND	347.5	12.8	67.0	2.5	0.	0.
ROMANIA	0.	0.	86.3	3.2	0.	0.
REP. OF CHINA (TAIWAN)	0.	0.	5.0	.2	0.	0.
INDIA	608.4	22.4	282.8	10.4	0.	0.
OTHER ASIA AND OCEANIA	98.3	3.6	226.1	8.3	0.	0.
ISRAEL	12.2	.4	0.	0.	0.	0.
PAKISTN	40.0	1.5	58.6	2.2	0.	0.
BANGLADH	26.1	1.0	125.4	4.6	0.	0.
SINGAPR	0.	0.	21.0	.8	0.	0.
INDNSIA	20.0	.7	21.0	.8	0.	0.
GUAM	0.	0.	.1	*	0.	0.
AFRICA	52.3	1.9	281.5	10.3	0.	0.
MOROCC	52.3	1.9	32.2	1.2	0.	0.
TUNISIA	0.	0.	41.7	1.5	0.	0.
EGYPT	0.	0.	194.3	7.1	0.	0.
ANGOLA	0.	0.	13.2	.5	0.	0.
WESTERN HEMISPHERE	46.3	1.7	65.2	2.4	0.	0.
CANADA	25.9	.9	17.8	.7	0.	0.
SALVADR	10.6	.4	6.3	.2	0.	0.
HONDURA	2.7	.1	0.	0.	0.	0.
NICARAG	0.	0.	.5	*	0.	0.
PANAMA	0.	0.	1.8	.1	0.	0.
DOM REP	6.0	.2	0.	0.	0.	0.
LW WW I	0.	0.	.1	*	0.	0.
TRINID	0.	0.	2.0	.1	0.	0.
N ANTIL	0.	0.	*	*	0.	0.
COLDMR	0.	0.	7.4	.3	0.	0.
VENEZ	1.1	*	21.0	.8	0.	0.
ECUADOR	0.	0.	8.3	.3	0.	0.
VIRGIN I	0.	0.	*	*	0.	0.
TOTAL KNOWN	1369.6	50.3	1139.8	41.9	0.	0.
TOTAL UNKNOWN	142.4	5.2	20.3	.7	0.	0.
KNOWN AND UNKNOWN	1512.0	55.6	1160.2	42.6	0.	0.
EXPORTS FOR OWN ACCT 1/			9.3	.3		
OPTIONAL ORIGIN	11.5	.4			0.	0.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## WHEAT - HARD RED SPRING

## OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR

AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	611.9	22.5	283.6	10.4	0.	0.
U KING	148.6	5.5	64.8	2.4	0.	0.
NETHLD	372.1	13.7	215.0	7.9	0.	0.
BELGIUM	1.8	.1	.3	*	0.	0.
FRANCE	1.7	.1	.5	*	0.	0.
W GERM	67.4	2.5	3.0	.1	0.	0.
ITALY	20.3	.7	0.	0.	0.	0.
OTHER WEST EUROPE	32.6	1.2	3.5	.1	0.	0.
NORWAY	20.3	.7	0.	0.	0.	0.
SWITZLD	2.1	.1	3.5	.1	0.	0.
MALTA	10.2	.4	0.	0.	0.	0.
JAPAN	302.0	11.1	81.8	3.0	0.	0.
REP. OF CHINA (TAIWAN)	35.1	1.3	42.8	1.6	0.	0.
OTHER ASIA AND OCEANIA	127.3	4.7	91.6	3.4	0.	0.
THAILND	9.0	.3	9.7	.4	0.	0.
MALAYSA	2.0	.1	0.	0.	0.	0.
SINGAPR	4.0	.1	1.0	*	0.	0.
PHIL REP	97.7	3.6	74.5	2.7	0.	0.
HG KONG	14.6	.5	6.4	.2	0.	0.
AFRICA	0.	0.	34.4	1.3	0.	0.
SIER LN	0.	0.	1.1	*	0.	0.
GHANA	0.	0.	7.3	.3	0.	0.
NIGERIA	0.	0.	23.5	.9	0.	0.
LIBERIA	0.	0.	2.4	.1	0.	0.
WESTERN HEMISPHERE	149.1	5.5	131.4	4.8	0.	0.
CANADA	0.	0.	7.5	.3	0.	0.
GUATMAL	11.3	.4	2.1	.1	0.	0.
SALVADR	19.6	.7	7.7	.3	0.	0.
HONDURA	0.	0.	2.6	.1	0.	0.
NICARAG	5.2	.2	0.	0.	0.	0.
C RICA	11.0	.4	13.2	.5	0.	0.
PANAMA	4.5	.2	3.8	.1	0.	0.
JAMAICA	20.0	.7	9.9	.4	0.	0.
HAITI	14.8	.5	8.0	.3	0.	0.
DOM REP	18.0	.7	14.2	.5	0.	0.
TRINID	18.7	.7	5.4	.2	0.	0.
VENEZ	26.0	1.0	57.0	2.1	0.	0.
TOTAL KNOWN	1258.0	46.2	669.1	24.6	0.	0.
TOTAL UNKNOWN	143.3	5.3	7.8	.3	0.	0.
KNOWN AND UNKNOWN	1401.3	51.5	676.9	24.9	0.	0.
EXPORTS FOR OWN ACCI 1/ OPTIONAL ORIGIN	7.6	.3	21.5	.8	0.	0.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## WHEAT - WHITE

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	.2	*	18.4	.7	0.	0.
U KING	.2	*	13.1	.5	0.	0.
ITALY	0.	0.	5.3	.2	0.	0.
OTHER WEST EUROPE	7.5	.3	6.1	.2	0.	0.
NORWAY	7.1	.3	0.	0.	0.	0.
FINLAND	.3	*	6.1	.2	0.	0.
JAPAN	449.6	16.5	166.1	6.1	0.	0.
REP. OF CHINA (TAIWAN)	33.1	1.2	8.3	.3	0.	0.
INDIA	488.2	17.9	375.7	13.8	0.	0.
OTHER ASIA AND OCEANIA	282.8	10.4	110.5	4.1	0.	0.
IRAN	70.0	2.6	0.	0.	0.	0.
PAKISTAN	75.0	2.8	0.	0.	0.	0.
THAILAND	1.7	.1	1.2	*	0.	0.
PHIL REP	25.4	.9	26.5	1.0	0.	0.
KOR REP	107.9	4.0	78.0	2.9	0.	0.
HG KONG	2.7	.1	4.8	.2	0.	0.
AFRICA	20.3	.7	21.0	.8	0.	0.
TUNISIA	20.3	.7	0.	0.	0.	0.
EGYPT	0.	0.	21.0	.8	0.	0.
WESTERN HEMISPHERE	4.0	.1	0.	0.	0.	0.
SALVADOR	4.0	.1	0.	0.	0.	0.
TOTAL KNOWN	1285.7	47.2	706.0	25.9	0.	0.
TOTAL UNKNOWN	-15.0	-.6	0.	0.	0.	0.
KNOWN AND UNKNOWN	1270.7	46.7	706.0	25.9	0.	0.
EXPORTS FOR OWN ACCT 1/			8.1	.3		
OPTIONAL ORIGIN	34.7	1.3			0.	0.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.



## WHEAT - DURUM

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	192.9	7.1	122.6	4.5	53.3	2.0
NETHLS	16.1	.6	28.6	1.1	0.	0.
FRANCE	34.7	1.3	15.9	.6	0.	0.
W GERM	57.6	2.1	1.8	.1	0.	0.
ITALY	84.5	3.1	76.2	2.8	53.3	2.0
OTHER WEST EUROPE	7.5	.3	2.8	.1	0.	0.
NORWAY	4.7	.2	0.	0.	0.	0.
SWITZLD	2.8	.1	2.8	.1	0.	0.
EASTERN EUROPE	116.8	4.3	14.9	.5	0.	0.
F GERM	86.4	3.2	14.9	.5	0.	0.
POLAND	30.5	1.1	0.	0.	0.	0.
JAPAN	14.7	.5	4.0	.1	0.	0.
AFRICA	127.8	4.7	66.2	2.4	0.	0.
ALGERIA	127.8	4.7	66.2	2.4	0.	0.
WESTERN HEMISPHERE	3.0	.1	8.7	.3	0.	0.
GUATMAL	0.	0.	1.3	*	0.	0.
C RICA	0.	0.	1.3	*	0.	0.
VENEZ	3.0	.1	6.1	.2	0.	0.
TOTAL KNOWN	462.7	17.0	219.2	8.1	53.3	2.0
TOTAL UNKNOWN	163.9	6.0	.6	*	68.6	2.5
KNOWN AND UNKNOWN	626.6	23.0	219.7	8.1	121.9	4.5
EXPORTS FOR OWN ACCT 1/			21.4	.8		
OPTIONAL ORIGIN	498.5	18.3			0.	0.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.



## ALL WHEAT

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	1174.2	43.1	614.6	22.6	53.3	2.0
U KING	167.1	6.1	121.3	4.5	0.	0.
NETHLD	504.9	18.5	335.6	12.3	0.	0.
BELGIUM	1.8	.1	.3	*	0.	0.
FRANCE	36.4	1.3	16.4	.6	0.	0.
W GERM	217.1	8.0	29.9	1.1	0.	0.
ITALY	247.0	9.1	111.2	4.1	53.3	2.0
OTHER WEST EUROPE	77.9	2.9	39.8	1.5	0.	0.
NORWAY	52.4	1.9	0.	0.	0.	0.
FINLAND	.3	*	6.1	.2	0.	0.
SWITZLD	5.0	.2	6.3	.2	0.	0.
PORTUGL	0.	0.	27.5	1.0	0.	0.
MALTA	10.2	.4	0.	0.	0.	0.
TURKEY	10.0	.4	0.	0.	0.	0.
EASTERN EUROPE	1833.4	67.4	294.5	10.8	0.	0.
E GERM	1008.4	37.1	141.2	5.2	0.	0.
POLAND	825.0	30.3	67.0	2.5	0.	0.
ROMANIA	0.	0.	86.3	3.2	0.	0.
U.S.S.R.	951.6	35.0	522.0	19.2	195.0	7.2
JAPAN	1218.1	44.8	573.8	21.1	0.	0.
REP. OF CHINA (TAIWAN)	130.0	4.8	78.2	2.9	0.	0.
INDIA	1230.9	45.2	1165.0	42.8	0.	0.
OTHER ASIA AND OCEANIA	950.8	34.9	729.2	26.8	25.4	.9
SYRIA	16.6	.6	49.6	1.8	0.	0.
LEBANON	30.0	1.1	0.	0.	0.	0.
IRAQ	76.2	2.8	43.1	1.6	25.4	.9
IRAN	96.2	3.5	50.7	1.9	0.	0.
ISRAEL	192.0	7.1	33.9	1.2	0.	0.
S ARAB	9.3	.3	0.	0.	0.	0.
PAKISTN	115.0	4.2	89.0	3.3	0.	0.
BANGLADH	26.1	1.0	126.4	4.6	0.	0.
THAILND	12.0	.4	10.8	.4	0.	0.
MALAYSA	2.0	.1	0.	0.	0.	0.
SINGAPR	24.0	.9	46.8	1.7	0.	0.
INONIA	60.0	2.2	41.9	1.5	0.	0.
PHIL REP	123.1	4.5	101.0	3.7	0.	0.
KOR REP	151.0	5.5	124.7	4.6	0.	0.
HG KONG	17.3	.6	11.2	.4	0.	0.
GUAM	0.	0.	.1	*	0.	0.

COMMODITY CONTINUED ON NEXT PAGE

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

## COMMODITY CONTINUED FROM PREVIOUS PAGE

## ALL WHEAT

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
AFRICA	545.0	20.0	507.2	18.6	0.	0.
MOROCCO	52.3	1.9	32.2	1.2	0.	0.
ALGERIA	127.8	4.7	66.2	2.4	0.	0.
TUNISIA	20.3	.7	41.7	1.5	0.	0.
EGYPT	0.	0.	267.2	9.8	0.	0.
SUDAN	39.2	1.4	3.5	.1	0.	0.
SIERRA LEONE	0.	0.	6.6	.2	0.	0.
GHANA	0.	0.	7.3	.3	0.	0.
NIGERIA	275.7	10.1	66.3	2.4	0.	0.
ANGOLA	0.	0.	13.2	.5	0.	0.
LIBERIA	0.	0.	2.9	.1	0.	0.
ZAIRE	29.7	1.1	0.	0.	0.	0.
WESTERN HEMISPHERE	1018.1	37.4	1021.7	37.5	0.	0.
CANADA	25.9	.9	25.3	.9	0.	0.
GUATEMALA	15.8	.6	9.2	.3	0.	0.
BELIZA	0.	0.	.7	*	0.	0.
SALVADOR	35.6	1.3	15.7	.6	0.	0.
HONDURAS	10.9	.4	5.3	.2	0.	0.
NICARAGUA	7.4	.3	1.0	*	0.	0.
COSTA RICA	19.0	.7	19.6	.7	0.	0.
PANAMA	4.5	.2	5.6	.2	0.	0.
JAMAICA	22.0	.8	11.0	.4	0.	0.
HAITI	14.8	.5	8.0	.3	0.	0.
DOMINICAN REPUBLIC	37.7	1.4	21.3	.8	0.	0.
LEWIS AND CLARK I	0.	0.	.1	*	0.	0.
TRINIDAD	38.0	1.4	19.4	.7	0.	0.
NORTH ANTILLES	0.	0.	*	*	0.	0.
COLOMBIA	40.0	1.5	70.5	2.6	0.	0.
VENEZUELA	30.1	1.1	84.1	3.1	0.	0.
GUYANA	0.	0.	5.6	.2	0.	0.
SURINAM	.7	*	1.2	*	0.	0.
ECUADOR	22.1	.8	56.6	2.1	0.	0.
PERU	173.9	6.4	123.8	4.5	0.	0.
CHILE	0.	0.	34.6	1.3	0.	0.
BRAZIL	519.7	19.1	503.1	18.5	0.	0.
VIRGIN ISLANDS	0.	0.	*	*	0.	0.
TOTAL KNOWN	9130.0	335.5	5545.9	203.8	273.7	10.1
TOTAL UNKNOWN	265.7	9.8	51.5	1.9	83.8	3.1
KNOWN AND UNKNOWN EXPORTS FOR OWN ACCT 1/	9395.7	345.2	5597.5	205.7	357.6	13.1
OPTIONAL ORIGIN 2/	2932.7	107.8	60.4	2.2	600.0	22.0

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S. TO FOREIGN PORTS. 2/ Includes sales to U.S.S.R. of 2,294.4 thousand MT for current marketing year and 600.0 thousand MT for next marketing year.

## WHEAT PRODUCTS

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	--	1000 MT	--	1000 MT	--
EUROPEAN COMMUNITY	.2		.5		0.	
DENMARK	*		0.		0.	
NETHLD	.2		.5		0.	
BELGIUM	*		0.		0.	
FRANCE	*		0.		0.	
OTHER WEST EUROPE	.9		.2		0.	
ICELAND	.9		.2		0.	
PORTUGL	0.		*		0.	
JAPAN	0.		*		0.	
INDIA	*		*		0.	
OTHER ASIA AND OCEANIA	28.1		33.5		0.	
LEBANON	.1		0.		0.	
S ARAB	26.8		21.2		0.	
QATAR	*		0.		0.	
U AR EM	1.0		.2		0.	
YEMEN AR	0.		*		0.	
BAHRAIN	*		*		0.	
AFGHAN	0.		*		0.	
PAKISTN	*		0.		0.	
CEYLON	0.		11.5		0.	
THAILND	0.		.1		0.	
PHIL REP	.1		0.		0.	
KOR REP	0.		*		0.	
HONG KONG	*		*		0.	
T PAC I	*		.1		0.	
GUAM	*		.2		0.	
AM SAMOA	.1		.1		0.	
AFRICA	36.0		40.0		0.	
EGYPT	36.0		36.9		0.	
GUINEA	0.		3.0		0.	
GHANA	0.		*		0.	
WESTERN HEMISPHERE	14.2		5.6		0.	
GUATMAL	*		.1		0.	
RR HOND	.3		*		0.	
SALVADR	.1		0.		0.	
HONDURA	0.		*		0.	
NICARAG	*		*		0.	
C RICA	*		0.		0.	
CANAL Z	*		*		0.	
BAHAMAS	.5		.4		0.	

COMMODITY CONTINUED ON NEXT PAGE

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.  
\* QUANTITY REPORTED LESS THAN .05

## COMMODITY CONTINUED FROM PREVIOUS PAGE

## WHEAT PRODUCTS

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	--	1000 MT	--	1000 MT	--
JAMAICA	9.1		2.2		0.	
HAITI	.5		.7		0.	
LW WW I	*		*		0.	
N ANTIL	*		0.		0.	
COLOMB	.1		0.		0.	
GUYANA	0.		*		0.	
SURINAM	1.5		.4		0.	
BOLIVIA	2.0		1.6		0.	
CHILE	*		0.		0.	
URUGUAY	*		0.		0.	
VIRGIN I	.1		.1		0.	
TOTAL KNOWN	79.5		79.8		0.	
TOTAL UNKNOWN	0.		0.		0.	
KNOWN AND UNKNOWN	79.5		79.8		0.	
EXPORTS FOR OWN ACCT 1/			0.			
OPTIONAL ORIGIN	0.				0.	

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## BARLEY - UNMILLED

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	87.6	4.0	5.3	.2	0.	0.
NETHLS	76.2	3.5	0.	0.	0.	0.
W GERM	11.4	.5	5.3	.2	0.	0.
OTHER WEST EUROPE	0.	0.	.4	*	0.	0.
EASTERN EUROPE	81.3	3.7	0.	0.	0.	0.
POLAND	81.3	3.7	0.	0.	0.	0.
JAPAN	.4	*	0.	0.	0.	0.
REP. OF CHINA (TAIWAN)	0.	0.	14.0	.6	0.	0.
OTHER ASIA AND OCEANIA	19.0	.9	6.6	.3	0.	0.
KOR REP	19.0	.9	0.	0.	0.	0.
AFRICA	13.2	.6	0.	0.	0.	0.
MOROC	13.2	.6	0.	0.	0.	0.
WESTERN HEMISPHERE	4.2	.2	3.4	.2	0.	0.
MEXICO	4.2	.2	3.4	.2	0.	0.
TOTAL KNOWN	205.7	9.4	29.7	1.4	0.	0.
TOTAL UNKNOWN	0.	0.	0.	0.	0.	0.
KNOWN AND UNKNOWN	205.7	9.4	29.7	1.4	0.	0.
EXPORTS FOR OWN ACCT 1/			0.	0.		
OPTIONAL ORIGIN 2/	1221.9	56.1			0.	0.

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS. 2/ Includes sales to U.S.S.R. of 1,100.0 thousand MT for current  
marketing year.

*East M. for  
3/5 8*



## CORN - UNMILLED

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	627.8	24.7	10420.2	410.2	2497.5	98.3
U KING	51.9	2.0	766.6	30.2	315.1	12.4
NETHLD	370.2	14.6	4523.1	178.1	1462.2	57.6
W GERM	94.3	3.7	1647.7	64.9	466.3	18.4
ITALY	82.0	3.2	3031.0	119.3	254.0	10.0
OTHER WEST EUROPE	258.3	10.2	4596.7	181.0	754.4	14.0
SPAIN	165.1	6.5	2637.1	103.8	225.1	8.9
PORTUGL	91.1	3.6	1049.3	41.3	40.0	1.6
EASTERN EUROPE	111.8	4.4	2257.9	88.9	1857.8	73.1
E GERM	76.2	3.0	724.1	28.5	1181.6	46.5
POLAND	35.6	1.4	700.9	27.6	676.2	26.6
U.S.S.R.	0.	0.	849.0	33.4	200.0	7.9
JAPAN	808.9	31.8	4960.6	195.3	1912.9	75.3
REP. OF CHINA (TAIWAN)	102.2	4.0	318.9	12.6	51.0	2.0
OTHER ASIA AND OCEANIA	9.1	.4	941.3	37.1	211.6	8.3
ISRAEL	9.1	.4	214.0	8.4	198.1	7.8
AFRICA	65.2	2.6	773.3	30.4	157.9	6.2
WESTERN HEMISPHERE	103.9	4.1	2519.3	99.2	312.1	12.3
TOTAL KNOWN	2087.2	82.2	27637.3	1088.0	7555.3	297.4
TOTAL UNKNOWN	235.3	9.3	438.3	17.3	1453.9	57.2
KNOWN AND UNKNOWN	2322.5	91.4	28075.6	1105.3	9009.1	354.7
EXPORTS FOR OWN ACCT 1/			5.5	.2		
OPTIONAL ORIGIN 2/	0.	0.			4591.6	180.8

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS. 2/ Includes sales to U.S.S.R. of 4,566.2 thousand MT for  
next marketing year.



RYE - UNMILLED

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EASTERN EUROPE	0.	0.	7.5	.3	0.	0.
TOTAL KNOWN	0.	0.	7.5	.3	0.	0.
TOTAL UNKNOWN	24.1	.9	0.	0.	0.	0.
KNOWN AND UNKNOWN EXPORTS FOR OWN ACCT 1/ OPTIONAL ORIGIN	24.1	.9	7.5	.3	0.	0.
	30.5	1.2	0.	0.	0.	0.

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## OATS - UNMILLED

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	29.2	2.0	0.	0.	0.	0.
NETHLDS	3.5	.2	0.	0.	0.	0.
W GERM	16.0	1.1	0.	0.	0.	0.
ITALY	9.8	.7	0.	0.	0.	0.
WESTERN HEMISPHERE	28.2	1.9	4.2	.3	0.	0.
CANADA	21.8	1.5	0.	0.	0.	0.
ECUADOR	5.1	.3	0.	0.	0.	0.
TOTAL KNOWN	57.4	4.0	4.2	.3	0.	0.
TOTAL UNKNOWN	71.7	4.9	0.	0.	0.	0.
KNOWN AND UNKNOWN	129.1	8.9	4.2	.3	0.	0.
EXPORTS FOR OWN ACCT 1/			0.	0.		
OPTIONAL ORIGIN	0.	0.			0.	0.

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## GRAIN SORGHUMS - UNMILLED

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	159.0	6.3	560.4	22.1	218.4	8.6
NETHLDS	128.5	5.1	360.7	14.2	162.6	6.4
BELGIUM	30.5	1.2	163.0	6.4	15.2	.6
w GERM	0.	0.	32.0	1.3	40.6	1.6
OTHER WEST EUROPE	55.6	2.2	281.5	11.1	76.2	3.0
NORWAY	40.6	1.6	94.6	3.7	76.2	3.0
EASTERN EUROPE	96.5	3.8	276.8	10.9	35.6	1.4
POLAND	96.5	3.8	171.8	6.8	35.6	1.4
JAPAN	558.6	22.0	1907.6	75.1	461.3	26.0
INDIA	165.4	6.5	0.	0.	0.	0.
OTHER ASIA AND OCEANIA	128.0	5.0	566.4	22.3	319.0	12.6
ISRAEL	128.0	5.0	545.7	21.5	319.0	12.6
WESTERN HEMISPHERE	113.4	4.5	1173.8	46.2	7.8	.3
MEXICO	64.7	2.5	671.8	26.4	0.	0.
VENEZ	39.8	1.6	446.2	17.6	7.8	.3
TOTAL KNOWN	1276.6	50.3	4766.5	187.6	1318.3	51.9
TOTAL UNKNOWN	20.0	.8	14.2	.6	136.1	5.4
KNOWN AND UNKNOWN EXPORTS FOR OWN ACCT 1/ OPTIONAL ORIGIN	1296.5	51.0	4780.8	188.2	1454.5	57.3
	135.1	5.3	0.	0.	151.4	6.0

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

\* \* \* \* \*

NOTE SPECIAL END OF MARKETING YEAR HEADINGS AND FOOTNOTES

\* \* \* \* \*

SOYBEANS

CARRYOVER EXPORT SALES AND ACCUMULATED EXPORTS FOR 1974/75 MARKETING YEAR AND OUTSTANDING EXPORT SALES FOR 1975/76 AS OF AUGUST 31, 1975

DESTINATION	1974/75 MARKETING YEAR				75/76 MARKETING YEAR 2/	
	CARRYOVER SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL BU	1000 MT	MIL BU	1000 MT	MIL BU
EUROPEAN COMMUNITY	178.7	6.6	5665.1	208.2	2249.1	82.6
DENMARK	14.2	.5	159.4	5.9	115.9	4.3
U KING	18.1	.7	183.0	6.7	71.0	2.6
NETHLS	95.4	3.5	3039.8	111.7	1164.7	42.8
FRANCE	0.	0.	307.4	11.3	117.1	4.3
W GERM	2.6	.1	997.4	36.6	430.4	15.8
ITALY	48.3	1.8	803.8	29.5	304.3	11.2
OTHER WEST EUROPE	12.2	.4	1495.5	54.9	197.1	7.2
SPAIN	12.2	.4	1166.7	42.9	142.3	5.2
EASTERN EUROPE	0.	0.	173.8	6.4	0.	0.
JAPAN	142.5	5.2	2947.7	108.3	1276.1	46.9
REP. OF CHINA (TAIWAN)	109.0	4.0	685.1	25.2	313.1	11.5
PEOPLES REP. OF CHINA	0.	0.	37.5	1.4	0.	0.
OTHER ASIA AND OCEANIA	0.	0.	443.4	16.3	222.0	8.2
ISRAEL	0.	0.	372.4	13.7	174.8	6.4
AFRICA	0.	0.	14.7	.5	0.	0.
WESTERN HEMISPHERE	39.9	1.5	458.6	16.8	70.9	2.6
TOTAL KNOWN	482.3	17.7	11921.4	438.0	4328.3	159.0
TOTAL UNKNOWN	13.6	.5	35.6	1.3	721.7	26.5
KNOWN AND UNKNOWN	495.9	18.2	11957.0	439.3	5050.1	185.6
EXPORTS FOR OWN ACCT 1/			0.	0.		
OPTIONAL ORIGIN	9.9	.4			58.6	2.2

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S. TO FOREIGN PORTS.

2/ INCLUDES THE QUANTITY OF CARRYOVER SALES FROM 1974/75 LISTED IN FIRST TWO COLUMNS ON THIS TABLE.

SOYBEAN OIL CAKE AND MEAL

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	--	1000 MT	--	1000 MT	--
EUROPEAN COMMUNITY	422.6		2317.9		783.5	
NETHERLANDS	304.6		655.2		361.1	
FRANCE	26.8		672.4		132.1	
W GERM	54.0		480.3		184.3	
ITALY	37.2		327.6		106.0	
OTHER WEST EUROPE	3.0		89.9		0.	
EASTERN EUROPE	6.0		654.4		129.2	
E GERM	0.		103.5		129.2	
OTHER ASIA AND OCEANIA	.1		38.3		0.	
AFRICA	.4		6.2		.5	
WESTERN HEMISPHERE	47.9		392.3		13.6	
TOTAL KNOWN	479.9		3498.9		926.8	
TOTAL UNKNOWN	234.7		181.8		624.9	
KNOWN AND UNKNOWN EXPORTS FOR OWN ACCOUNT 1/	714.5		3680.7		1551.7	
OPTIONAL ORIGIN	0.		.3		30.0	

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## SOYBEAN OIL

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL LB	1000 MT	MIL LB	1000 MT	MIL LB
EUROPEAN COMMUNITY	17.0	37.5	4.5	9.9	10.5	23.1
U KING	0.	0.	.5	1.1	-2.0	-4.4
NETHLS	17.0	37.5	2.0	4.4	12.5	27.6
OTHER WEST EUROPE	0.	0.	18.3	40.4	-6.8	-14.9
SWITZLD	0.	0.	0.	0.	-6.8	-14.9
EASTERN EUROPE	0.	0.	45.3	99.8	0.	0.
JAPAN	0.	0.	12.3	27.1	.5	1.1
REP. OF CHINA (TAIWAN)	*	*	10.0	22.1	1.0	2.2
OTHER ASIA AND OCEANIA	1.3	2.9	138.0	304.3	30.8	67.8
IRAN	*	*	105.3	232.2	30.0	66.1
AUSTRAL	.7	1.5	10.3	22.8	.7	1.5
AFRICA	*	*	19.6	43.2	1.0	2.2
TUNISIA	0.	0.	15.7	34.7	1.0	2.2
WESTERN HEMISPHERE	13.6	30.1	131.9	290.7	.4	.9
CANADA	1.1	2.3	12.5	27.5	.4	.9
MEXICO	2.9	6.4	42.4	93.6	0.	0.
PANAMA	5.1	11.2	10.3	22.7	*	*
ECUADOR	4.4	9.7	10.6	23.4	0.	0.
TOTAL KNOWN	32.0	70.5	379.9	837.5	37.4	82.5
TOTAL UNKNOWN	1.5	3.3	10.4	22.9	27.6	60.7
KNOWN AND UNKNOWN	33.5	73.8	390.3	860.4	65.0	143.2
EXPORTS FOR OWN ACCT 1/			0.	0.		
OPTIONAL ORIGIN	14.1	31.1			0.	0.

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.



LINSEED OIL - INCLUDING RAW, BOILED

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL LB	1000 MT	MIL LB	1000 MT	MIL LB
EUROPEAN COMMUNITY	1.5	3.3	1.0	2.2	0.	0.
NETHLDS	1.5	3.3	1.0	2.2	0.	0.
EASTERN EUROPE	0.	0.	1.3	2.8	0.	0.
TOTAL KNOWN	1.5	3.3	2.3	5.0	0.	0.
TOTAL UNKNOWN	2.9	6.4	0.	0.	0.	0.
KNOWN AND UNKNOWN	4.4	9.7	2.3	5.0	0.	0.
EXPORTS FOR OWN ACCT 1/			0.	0.		
OPTIONAL ORIGIN	0.	0.			0.	0.

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## COTTONSEED OIL CAKE AND MEAL

## OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR

AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	--	1000 MT	--	1000 MT	--
OTHER WEST EUROPE	0.		4.5		0.	
WESTERN HEMISPHERE	0.		.2		0.	
TOTAL KNOWN	0.		4.7		0.	
TOTAL UNKNOWN	0.		0.		0.	
KNOWN AND UNKNOWN	0.		4.7		0.	
EXPORTS FOR OWN ACCT 1/ OPTIONAL ORIGIN	0.		0.		0.	

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## COTTONSEED OIL

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	MIL LB	1000 MT	MIL LB	1000 MT	MIL LB
EUROPEAN COMMUNITY	7.5	16.5	11.2	24.7	13.5	29.8
NETHLOS	7.5	16.5	0.	0.	13.5	29.8
OTHER WEST EUROPE	0.	0.	6.8	15.0	0.	0.
JAPAN	2.4	5.4	7.6	16.8	.6	1.3
OTHER ASIA AND OCEANIA	.2	.3	22.6	49.8	1.1	2.4
N ZEAL	.2	.3	1.6	3.6	1.1	2.4
AFRICA	15.9	34.9	165.8	365.5	3.5	7.7
EGYPT	15.9	34.9	165.8	365.5	3.5	7.7
WESTERN HEMISPHERE	5.0	11.1	48.2	106.2	3.2	7.0
CANADA	*	.1	4.2	9.2	.7	1.5
DOM REP	0.	0.	3.0	6.5	2.5	5.5
VENEZ	5.0	11.0	41.0	90.3	0.	0.
TOTAL KNOWN	31.0	68.3	262.2	578.0	21.9	48.3
TOTAL UNKNOWN	2.0	4.4	55.9	123.3	0.	0.
KNOWN AND UNKNOWN	33.0	72.7	318.1	701.3	21.9	48.3
EXPORTS FOR OWN ACCT 1/			0.	0.		
OPTIONAL ORIGIN	0.	0.			0.	0.

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## ALL UPLAND COTTON

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR		NEXT MARKETING YEAR	
	OUTSTANDING SALES	ACCUMULATED EXPORTS	OUTSTANDING SALES	
	1000 RBA	--	1000 RBA	--
EUROPEAN COMMUNITY	33.5	10.5	0.	
U KING	3.1	.7	0.	
IRELAND	1.5	0.	0.	
NETHLD	5.7	.2	0.	
BELGIUM	.8	1.0	0.	
FRANCE	12.0	1.8	0.	
W GERM	1.0	.5	0.	
ITALY	9.3	6.2	0.	
OTHER WEST EUROPE	65.5	6.9	1.1	
SWEDEN	18.0	1.6	0.	
NORWAY	3.5	.2	0.	
FINLAND	5.8	.5	0.	
SWITZLD	15.0	0.	0.	
SPAIN	15.7	4.5	0.	
PORTUGL	7.5	0.	1.1	
GREECE	0.	.2	0.	
EASTERN EUROPE	0.	.5	0.	
POLAND	0.	.5	0.	
JAPAN	567.0	35.6	53.0	
REP. OF CHINA (TAIWAN)	285.3	69.9	0.	
PEOPLES REP. OF CHINA	8.5	0.	0.	
OTHER ASIA AND OCEANIA	697.1	183.8	0.	
ISRAEL	1.1	.1	0.	
QATAR	.5	0.	0.	
THAILND	64.3	4.0	0.	
MALAYSA	11.7	2.2	0.	
SINGAPR	8.0	.4	0.	
INDNSIA	27.0	42.2	0.	
PHIL REP	87.8	7.0	0.	
KOR REP	464.3	124.3	0.	
HG KONG	32.5	3.6	0.	
NEW GUI	0.	.1	0.	
AFRICA	7.0	5.1	0.	
MOROC	5.1	.5	0.	
GHANA	1.8	1.9	0.	
NIGERIA	0.	2.7	0.	
KENYA	.1	0.	0.	
WESTERN HEMISPHERE	58.2	16.9	0.	

COMMODITY CONTINUED ON NEXT PAGE

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

## COMMODITY CONTINUED FROM PREVIOUS PAGE

## ALL UPLAND COTTON

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 RBA	--	1000 RBA	--	1000 RBA	--
CANADA	52.0		14.9		0.	
SALVADR	3.5		1.5		0.	
C RICA	2.2		.3		0.	
TRINID	.3		.2		0.	
CHILE	.2		0.		0.	
TOTAL KNOWN	1722.1		329.2		54.1	
TOTAL UNKNOWN	7.5		0.		0.	
KNOWN AND UNKNOWN	1729.5		329.2		54.1	
EXPORTS FOR OWN ACCT 1/			0.			
OPTIONAL ORIGIN	2.3				0.	

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.

## ALL RICE

OUTSTANDING EXPORT SALES AND EXPORTS BY COUNTRY, REGION AND MARKETING YEAR  
AS OF AUGUST 31, 1975

DESTINATION	CURRENT MARKETING YEAR				NEXT MARKETING YEAR	
	OUTSTANDING SALES		ACCUMULATED EXPORTS		OUTSTANDING SALES	
	1000 MT	1000 CWT	1000 MT	1000 CWT	1000 MT	1000 CWT
EUROPEAN COMMUNITY	30.3	667.4	6.2	137.5	0.	0.
U KING	4.4	97.0	.8	18.5	0.	0.
NETHLD	6.8	150.6	2.3	49.7	0.	0.
W GERM	18.5	407.8	2.6	58.0	0.	0.
OTHER WEST EUROPE	10.8	239.1	3.2	71.2	0.	0.
SWEDEN	2.4	52.8	.6	13.1	0.	0.
SWITZLD	6.1	135.1	2.4	52.7	0.	0.
OTHER ASIA AND OCEANIA	124.0	2734.0	25.8	568.0	0.	0.
IRAQ	3.0	66.1	0.	0.	0.	0.
IRAN	78.9	1739.8	9.2	202.3	0.	0.
S ARAB	36.2	799.1	.3	6.4	0.	0.
BANGLADH	2.4	53.0	15.5	340.7	0.	0.
AFRICA	45.2	997.0	14.4	317.6	0.	0.
SENEGAL	14.1	310.5	*	.6	0.	0.
NIGERIA	2.7	58.6	.7	14.5	0.	0.
LIBERIA	3.7	81.6	2.8	61.0	0.	0.
REP SAF	21.2	466.8	10.9	240.8	0.	0.
WESTERN HEMISPHERE	27.4	604.4	6.2	136.0	0.	0.
CANADA	23.6	520.6	5.4	119.7	0.	0.
TOTAL KNOWN	237.8	5241.9	55.8	1230.3	0.	0.
TOTAL UNKNOWN	0.	0.	0.	0.	0.	0.
KNOWN AND UNKNOWN	237.8	5241.9	55.8	1230.3	0.	0.
EXPORTS FOR OWN ACCT 1/ OPTIONAL ORIGIN	0.	0.	0.	0.	0.	0.

COUNTRIES WITH LESS THAN 1% OF TOTAL OUTSTANDING SALES ARE NOT SHOWN SEPARATELY  
BUT ARE INCLUDED IN REGION TOTALS.

REGIONS MAY NOT ADD TO TOTAL DUE TO ROUNDING.

\* QUANTITY REPORTED LESS THAN .05

1/ INCLUDES UNSOLD COMMODITIES SHIPPED ABROAD AND THOSE IN TRANSIT FROM THE U.S.  
TO FOREIGN PORTS.



Since assuming the responsibility for export sales reporting in mid-October 1974, the Export Sales Division, Foreign Agricultural Service, has sought to assure the accuracy of data received and to enhance its ability to make meaningful analysis of such data. Field review has played a key role in these efforts.

The principal objectives of field reviews are to (1) assure proper reporting by exporters, (2) provide the basis for up-dating or modifying reporting requirements, and (3) obtain information to better analyze the data reported. These reviews also serve to identify specific problems that might require further investigation or audit.

During the period from December 1974 through July 1975, seven agricultural marketing specialists from the Export Sales Division staff visited approximately 120 reporting exporters, or 45% of the estimated 260 currently reporting. These visits involved 14 of the 30 states where reporting exporters are located and encompassed important business and shipping centers such as New York, Minneapolis, New Orleans, Dallas and San Francisco.

Following is a brief description of the field review process:

Selection of Location - In December 1974, the Division embarked on a plan to visit all active exporters -- large and small -- within the ensuing year. It was deemed essential for the new staff to familiarize itself with the reporting procedures being used and the trading practices in effect as well as to assess exporters' understanding of reporting regulations. Trips were planned to locations where there were five to ten active exporters so that travel costs could be minimized. Emphasis was given to resolving specific reporting problems which had been encountered. After completion of this initial cycle, scheduling of field reviews will be more selective, focusing on education of new reporting exporters, resolution of identified problems, seeking specific information or follow-up on previous visits.

Preparation - The first step is to request detailed contract data from the reporting exporter in the selected geographic area. A thorough review is made of this data, weekly summary reports, correspondence, notes of telephone contacts and notes on previous field visits to identify reporting errors and problems. Significant activities such as large sales (which should have been reported under the daily reporting system), cancellations, and exports are noted for special attention. Statistical assistants in the Division, who process weekly reports, are asked to identify problem areas, such as interpretation of regulations, mathematical errors, consistent tardiness in submission of reports, etc.

The visit - Most visits are arranged by appointment. The reviewer initially asks a series of general questions aimed at evaluating the exporter's knowledge of reporting requirements, the adequacy of his record-keeping and reporting procedures, and learning about the firm's trading practices. The exporter has an opportunity to ask questions and to offer suggestions for improving the reporting system.

The reviewer then moves on to discuss and resolve any specific reporting problems identified in the preparatory review and other problems which may have been revealed in the general discussion. Pre-selected contract files are examined, cancellation terms are discussed and, where appropriate, copies of supporting documents are requested. To the extent possible, reporting problems are resolved "on-the-spot".

Follow-up - Upon returning to Washington, the reviewer prepares a trip report outlining the field review just completed. The report includes comments on record-keeping and reporting procedures observed, specific reporting problems noted, follow-up action required and other information of interest. Letters are sent to the firm, describing reporting problems discussed and stating how such problems are to be corrected. Trip reports are circulated to Export Sales Division personnel and significant information is brought to the attention of those FAS officials outside the Division who are authorized access to such information.

Results to Date - In general, field reviewers have indicated satisfaction with both record-keeping and reporting procedures used by the firms visited. With few exceptions, exporters have displayed a good understanding of reporting regulations and the documents reviewed have supported the accuracy of data reported. Field reviewers have come back with a better understanding of how export trade in U.S. commodities is conducted.

There have been some problems relating to interpretation of certain phases of the reporting regulations. Steps are being taken to clarify these misunderstandings. In some cases, record-keeping and reporting procedures could be improved. The suggestions made by the field reviewers have resulted in their correction or modification.

Field review by personnel of the Export Sales Division constitutes neither audit nor investigation by the Department of Agriculture. It is a useful tool to aid in the administration of this program authorized by the Congress. Since it is a mandatory program, independent audits or investigations are conducted periodically by the Department and the General Accounting Office under the same procedures for confidential handling of individual reports and data as apply to FAS personnel.

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